

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-04 H-02 INR-07 L-03

NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 IO-10

CAB-02 COME-00 DOTE-00 EB-07 FAA-00 LAB-04 SIL-01

SAJ-01 ACDA-05 /089 W

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R 161550Z DEC 75

FM USMISSION USBERLIN

TO AMEMBASSY BONN

INFO SECSTATE WASHDC 1790

AMEMBASSY ANKARA

AMEMBASSY BERLIN

AMEMBASSY LONDON

USMISSION NATO

AMEMBASSY PARIS

C O N F I D E N T I A L USBERLIN 2560

E.O. 11652: GDS

TAGS: PFOR, PGOV, EAIR, WB, TR, GW

SUBJECT: WEST BERLIN TURKISH WORKER FLIGHTS

REFS: (A) BONN 20256; (B) USBERLIN 2457;

(C) USBERLIN 2426; (D) ANKARA 8980

1. WE WELCOME EMBASSY'S IMAGINATIVE PROPOSAL (REF A)
AND AGREE THAT IT WOULD BE USEFUL TO EXPLORE
FEASIBILITY WITH OTHER CAAS AND WITH AIRLINES. IT
IS ATTRACTIVE ALTERNATIVE TO TRYING MORE POLITICALLY
SENSITVIE MEASURES AT THIS TIME. IF IT CAN BE
WORKED OUT IT WOULD SEEM TO OFFER PROSPECT OF
ALLIED AND TURKISH AIRLINES SHARING FAIR PROPORTION
OF BERLIN-TURKEY TRAFFIC. WE SEE NO REASONABLE
GROUNDS ON WHICH TO OBJECT TO NON-ALLIED CARRIER
SUCH AS THY PARTICIPATING IN BERLIN MARKET WITH
RESPECT TO FLIGHTS TO HOMELAND OR EVEN TO OBJECT TO
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FACT THAT GDR'S SCHOENEFELD AIRPORT IS THEREBY

BROUGHT INTO PICTURE SINCE NET RESULT WOULD BE MORE SERVICE FOR BERLIN TRAVELLING PUBLIC. OUR CONCERN HAS BEEN THAT NON-ALLIED CARRIERS NOT WORK WITH GDR AND GDR'S CARRIER INTERFLUG TO CUT ALLIED CARRIERS AND WEST BERLIN AIRPORT ENTIRELY OUT OF A SIGNIFICANT PORTION OF BERLIN INTERNATIONAL AIR SERVICE AND THUS DAMAGE CITY BOTH ECONOMICALLY AND POLITICALLY.

2. TURKISH REACTION WOULD BE CRUCIAL TO SUCCESS OR FAILURE OF EMBASSY SCHEME. TURKS WOULD APPEAR TO RETAIN ABILITY TO STACK CARDS HEAVILY IN THEIR FAVOR SO LONG AS THEY CAN USE SCHOENEFELD AND RETAIN UNRESTRICTED ACCESS TO WEST BERLIN MARKET. IT WILL BE RECALLED THAT THY MAINTAINS THREAT OVER HEADS OF ALLIED CARRIERS THAT IT CAN AGAIN DEMAND PAYMENT OF ROYALTIES AS PRICE FOR CONTINUED ALLIED CARRIER LANDING RIGHTS. THER WAS SUSPICION YEAR AGO WHEN THY DROPPED DEMAND FORNEW INTER-CARRIER PROTOCOL INCLUDING PROVISION FOR ROYALTY PAYMENTS THAT TURKS DID NOT WISH TO TERMINATE ALLIED FLIGHTS SO LONG AS THY DID NOT HAVE CAPACITY TO PICK UP SLACK VIA SCHOENEFELD SINCE THIS WOULD DISADVANTAGE LARGE NUMBER OF TURKISH NATIONALS. IT IS POSSIBLE THAT THY MAY BE PREPARED TO TAKE TOUGHTER LINE NOW THAT IT HAS INCREASED ITS SCHOENEFELD CAPACITY.

3. OUR CONCERN OVER THY PURPORTED SPECIAL DM 20 ISTANBUL-ANKARA FARE STEMS FROM POSSIBILITY THAT IT MAY BE DIRECTED AT FORCING ALLIED CARRIERS AND WEST BERLIN AIRPORT OUT OF THIS MARKET. AS NOTED REF B, THIS FARE WOULD NOT QUALIFY AS "DUMPING" AS IATA USES THAT TERM OF ACT FOR TECHNICAL REASON THAT THERE IS NO FIXED RATE AGREEMENT THAT GOVERNS BERLIN-TURKEY FLIGHTS. THER WOULD STILL BE EQUITABLE GROUNDS ON WHICH TO OBJECT, HOWEVER, IF TURKS ARE CHARGING UNECONOMICAL FARE FOR THIS SEGMENT AND MAKING IT AVAILABLE ONLY TO THY'S SCHOENEFELD PASSENGERS AND NOT EVEN TO THY PASSENGERS COMING FROM FRG, SINCE LOGICAL CONCLUSION WOULD

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BE THAT IT WAS DIRECTED AT VIABILITY OF ALLIED CARRIERS AND WEST BERLIN AIRPORT FOR BERLIN-TURKEY FLIGHTS. WE THUS BELIEVE THAT SUCH A FARE, IF FACTS ARE AS ALLEGED, WOULD NOT BE PURELY INTERNAL TURKISH MATTER BUT WOULD BE LEGITIMATE SUBJECT FOR DISCUSSION SHOULD FURTHER POLITICAL LEVEL DISCUSSIONS WITH TURKS BY EITHER FRG OR ALLIES EVENTUALLY BE NECESSARY. ANY INFORMATION

ON FARE THAT COULD BE DEVELOPED IN MEANTIME
MIGHT ALSO OFFER CLUE AS TO LIKELY TURKISH
REACTION TO ALLIED CARRIER EFFORTS TO REGAIN
COMPETITIVE STATUS THROUGH SCHEME SUCH AS THAT
PROPOSED BY EMBASSY. DAVIS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BERLIN AIR ACCESS, AIRCRAFT OVERFLIGHTS, FOREIGN WORKERS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 16 DEC 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975USBERL02560
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750437-0164
From: USBERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751237/aaaabhab.tel
Line Count: 120
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 BONN 20256, 75 USBERLIN 2457
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 28 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 MAY 2003 by MartinML>; APPROVED <22 OCT 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WEST BERLIN TURKISH WORKER FLIGHTS
TAGS: PFOR, PGOV, EAIR, WB, TU, GE
To: BONN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006